

**\*\* ELC AND ABOVE\*\***

**Name:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**1. WHAT TO BRING TO BRS – 2 COPIES OF:**

- YOUR PROSPECT LIST
- THIS SHEET, MONTHLY TEAM VITAL SIGNS REPORT
- GROUP DRAWING (Showing CEP/App, Functions, Plan Showers Autoship)
- 15 PLAN CARD/FRIDGE GRID (Show when and who you showed the plan to)
- GAME PLAN (Showing your priorities 1, 2, 3 and potential Ribbons, 10+, 20+ VIPs)
- QUESTIONS TO HELP YOU REACH YOUR NEXT LEVEL/GOAL
- \*BUSINESS BUILDING TOOLS\* SHEET

**2. WHAT ARE THE DREAMS/GOALS DRIVING YOU?**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

**3. WHAT IS THE NEXT IMMEDIATE PIN LEVEL YOU ARE AIMING FOR RIGHT NOW?**

**Pin Level:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**4. MONTHLY TEAM VITAL SIGNS REPORT**

Fill in sheet and show 3 months history if possible

**5. STRATEGY THIS MONTH**

No. of Plans: \_\_\_\_\_ Personally Introduce: \_\_\_\_\_

Which vital signs do you need to focus on? (1-3) for each team \_\_\_\_\_

Who are your next Pacesetters, 15 Planners, LC, LC+, ELC? 10+, 20+ \_\_\_\_\_

BDS Goal – TOTAL \_\_\_\_\_

- Strategy for new 10+, 20+ etc. Who are they? \_\_\_\_\_

Who will be on stage for a new recognition level/pin level at the next BDS \_\_\_\_\_

**6. MEDIUM TERM FOCUS – Next WEC strategy to reach your long-term goal**

Total at last WEC legs/total \_\_\_\_/\_\_\_\_

No. of 10+/LC teams at next WEC \_\_\_\_\_

Registered NOW for next WEC legs/total \_\_\_\_/\_\_\_\_

No. of 20+/ELC teams at next WEC \_\_\_\_\_

Goal for next WEC - legs/total \_\_\_\_/\_\_\_\_

**7. LONG TERM FOCUS – (Refer Game Plan)**

Goal for next 12 - 18 months+?

Reward? What does it mean to you? Why do you want it?

Focus on the **Rewards!**

**8. NEXT BRS**

**Date:** \_\_\_\_\_

**Time:** \_\_\_\_\_